



Providing Professional Guidance for Business Growth

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Spotlight on Success – Greplytix

The following press release highlights the work of the Illinois Small Business Development Center at Southern Illinois University at Carbondale.

Start-up earns award from Harvard Medical School

by Christi Mathis

CARBONDALE, Ill. -- Greplytix, a technologies company housed within the Small Business Incubator at Southern Illinois University Carbondale, is the recipient of technology innovation award from Harvard Medical School.

Joseph Viscomi, co-founder and CEO of Greplytix, along with Dr. David K. Urion, director of Education and Residency Training Programs in Child Neurology and Neurodevelopment Disabilities and director of Behavioral Neurology Clinics and Programs at Boston Children's Hospital, received the Innovation for Graduate Medical Education award for innovation in physician training during Harvard's 2015 Medical Education Day on Oct. 27 in Boston.

The recognition was for the study "A Compiling Analytic Software Program for the ACGME Milestones in an Efficient, Flexible and Timely Monitor of Resident Performance and Progress." The study highlights the products and work of Greplytix.

"Receiving an Innovation award from such an innovative and prestigious institution as Harvard Medical School is an important external validator for every member of the Greplytix team and also to our clients who have taken a risk in adopting us, a young startup," Viscomi said. Viscomi said the support and guidance of Urion, along with Urion's help on the actual study, was instrumental in the company earning the award.

“Being a graduate of SIU Carbondale and bringing this award and recognition back home is a proud feeling,” Viscomi added. “Carbondale and the surrounding area are known more for their agricultural industry than for high-tech industry. But, the facilities, people and culture provided by the **Illinois Small Business Development Center** to companies such as Greplytix are helping the Southern Illinois region diversify its industry.”

Greplytix is a technology company that developed an insight platform to analyze and visualize complex data for educational institutions, teaching hospitals and other such organizations. The company’s initial products, LearningInsight and MedInsight, allow educators to evaluate their students’ strengths and weaknesses in real-time to assist in developing a better understanding of individual learning trends and adjust accordingly, Viscomi said. Essentially, Greplytix creates technology that allows educators to analyze the effectiveness of their teaching practices and adjust to better meet the learning needs of their students.

“We are filled with pride that Joe received this prestigious innovation award,” **Robyn Laur Russell**, said. She is the director of business development and international trade and of the **Illinois SBDC International Trade Center** and also serves as manager of the incubator program.

“Greplytix is one of our region’s innovation fairy tale stories,” she added. “Joe earned his bachelor’s (computer science) and master’s (mathematics) degrees here at SIU. Then he went on to complete an advanced studies program in managing innovation and entrepreneurship at the Massachusetts Institute of Technology and studies in business management and innovation at Harvard. He then returned to Carbondale and sought assistance through the **Small Business Development Center** and was accepted into the incubator program in our SIU Research Park to further develop his business concepts.”

Russell said the relationship between the SIU Research Park and Viscomi has been mutually beneficial.

“The program has greatly benefitted Joe in a number of ways as it has helped facilitate the growth of Greplytix. In turn, Joe has always been bursting at the seams with great ideas, sometimes seemingly impossible ones. But, we’ve been able to implement some of his ideas to build a better, more innovative environment for high-tech, scalable companies, which proves the entrepreneurial community philosophy truly works,” Russell said.

The **Illinois Small Business Development Center** and **Small Business Incubator Program** at SIU provide a variety of services, tools and business start-up location assistance to new and expanding businesses. The [SIU Research Park](#), where both programs are located, is a non-profit corporation that promotes technology and knowledge-based enterprise development and tenants may apply to lease rooms within a multi-tenant building or to lease land and build facilities.

Learn more at <http://www.greplytix.com/>

SBDC’s In The News – Insights from 3 Illinois SBDC Directors

Please click on the link below to view the column by Jim Kendall which recently appeared in the Daily Herald.

State of the Small Business Community

Ever wonder what’s driving your small business counterparts?

Conversations with three of the suburbs' top Small Business Development Center managers -- Harriet Parker, who runs the [SBDC](#) at Waubensee Community College, Aurora; Sybil Ege, who does the same at [Elgin Community College](#); and Tom Cassell, [Harper College](#), Palatine -- provide some insights: [continue here...](#) or please click on the following link to read the full column: <http://www.dailyherald.com/article/20151101/business/151109991/>. You can follow Jim Kendall on LinkedIn and Twitter. Write him at Jim@kendallcom.com. Listen to Jim's Business Owners' Pod Talk at www.kendallcom.com.

Small Business Awards Nominations Now Being Accepted

National Small Business Week has been recognizing the special impact made by outstanding entrepreneurs and small business owners since 1963. During the week of May 2-7, 2016 the U.S. Small Business Administration will be honoring small business owners and entrepreneurs for their outstanding achievements through various awards.

SBA is currently seeking nominations from the public for exceptional entrepreneurs. You can use this online portal to submit your nomination for the following awards:

- Small Business Person of the Year Awards
- Small Business Exporter of the Year
- Phoenix Award for Small Business Disaster Recovery
- Phoenix Award for Outstanding Contributions to Disaster Recovery
- Federal Procurement Award- Small Business Prime Contractor of the Year Award
- Federal Procurement Award- Small Business Subcontractor of the Year Award
- Federal Procurement Award- Dwight D. Eisenhower Award for Excellence
- 8(a) Graduate of the Year Award
- Small Business Development Center Excellence and Innovation Award
- Veterans Business Outreach Center Excellence in Service Award
- Women's Business Center of Excellence Award

Please [CLICK HERE](#) for more information and access to the portal to submit Small Business Awards nominations.

Maximizing Neoserra – sPeLL chekking

Can I spell-check my counseling session notes in Neoserra? Safari, Chrome and Firefox all support native spell checking. Unfortunately, Microsoft Internet Explorer does not. But don't despair, The Google Toolbar package offers spell checking within the Internet Explorer browser. <http://support.outreachsystems.com/resources/help/neoserra/faq.jsp?id=n16>

Credit the clever writing of this item to:

Mary Peters

Associate Director - Operations

South-West Texas Border SBDC Network

The University of Texas at San Antonio | Institute for Economic Development

Valued Resources – 10 Keys to Safely Accepting Checks from your Customers

Open the link below for tips for retailers to accept valid checks. "According to the 2013 Federal Reserve Payments Study, the percentage of payments made by check was still "21% of all payments made". This amounted to 18.3 billion in checks being paid, with a value of \$26

trillion dollars. Based on these numbers, it is clear that checks still play a major role in our payment system,” according to *Retailminded.com*.

<https://retailminded.com/10-keys-to-safely-accepting-checks-from-your-customers/>

Network News and Moves – 1871 Ranked #1 in U.S.

1871 RANKS 1st IN UNITED STATES IN STUDY OF NORTH AMERICAN BUSINESS INCUBATORS

UBI Global Names 1871 One Of The Top University-Affiliated Business Incubators In North America Following Its Survey Of Over 400 Incubators Across 70 Countries

TORONTO (November 3, 2015) — 1871 ranked 1st in the United States and 2nd in North America in the UBI Global list of Top University-Affiliated Business Incubators during the 2015 UBI Global benchmarking conference and award ceremony for North America. UBI Global utilizes an international research team that analyzes business incubators based on a wide range of factors, including their value to members and overall economic impact. Last year, 1871 was ranked 9th in the world on the list of Top University-Associated Business Incubators. UBI Global will announce its global rankings later this year. 1871 CEO Howard A. Tullman traveled to Toronto today to receive the recognition and share 1871’s progress.

“The UBI Global ranking confirms that 1871 continues to be a leader in its support of innovation and the entrepreneurial community,” said 1871 CEO Howard A. Tullman. “By offering hundreds of member companies the best educational resources, individualized programming, mentorship from top industry leaders, and access to potential investors, 1871 works to make a real, positive impact on Chicago’s economy by helping entrepreneurs develop successful technology businesses.”

As a university-affiliated incubator, 1871 maintains close partnerships with top universities in Chicago and around the world. Northwestern University, University of Chicago, University of Illinois, Loyola University Chicago, DeVry University and Illinois Institute of Technology all have dedicated spaces at 1871 where students and faculty come to work on their businesses and immerse themselves in Chicago’s entrepreneurial community.

With over 400 participants who were specifically assessed, the information in UBI Global’s rankings helps incubator managers from around the world successfully run their programs by allowing them to see areas requiring improvement for their specific business models, ways of effectively utilizing operational budgets, and strategies to attract a new client base. Additionally, the rankings can aid governments, investors and early-stage companies to see where the top incubators are for industries.

“1871 is a top performing business incubator in the North American region,” said Director of Research and Co-Founder of UBI Global Dhruv Bhatli. “It performs exceptionally well on value for client indicators. Additionally, it strongly contributes to the growth of the local economy by catalyzing job creation. 1871 provides high-quality incubation services to its client startups, particularly on access to fund and access to network indicators. Based on UBI Global assessment of 1871’s performance, we recommend it to all future entrepreneurs in the region.”

UBI Global’s North American benchmarking conference and awards ceremony highlighted best practices, hands-on-tools, analyses and success stories. It featured inspiring presentations that allowed those who attended to network, learn from each other and improve performance in order to enhance economic transformation and local, regional and national development. 1871 CEO Howard Tullman joined the conference for a panel discussion on global incubation models.

“When Sente brings international startups to the United States with our international startup accelerator, we know that they will have a first-rate experience because of their time at 1871,” said Sente Advisory founder Serhat Cicekoglu. “We congratulate 1871 on another year of ranking as a top incubator.”

About 1871

1871 is the home of more than 325 early-stage, high-growth digital startups. Located in The Merchandise Mart, this 75,000 square foot facility is also the headquarters of nationally recognized accelerators, Techstars Chicago and Impact Engine; half a dozen industry-specific incubators in key areas such as real estate, education technology, food and financial technology; several emerging tech talent schools (Flatiron, The Fullbridge Program, Designation and the Startup Institute), and the state's leading technology advocate, the Illinois Science and Technology Coalition. It is the second home to Chicago-based VCs, Pritzker Group Venture Capital, MATH Venture Partners, Hyde Park Angels, OCA Ventures, OurCrowd and Chicago Ventures, as well as satellite offices for Northwestern University, University of Illinois, University of Chicago, Loyola University Chicago, Illinois Institute of Technology, and DeVry. 1871 has fast become recognized as the hub for the city's entrepreneurial/technology ecosystem and has been featured in Inc. Magazine, TechCrunch, The Wall Street Journal, The New York Times, Chicago Tribune and Crain's Chicago Business among other top media. 1871 is the flagship project of the Chicagoland Entrepreneurial Center.

About UBI Global

Based in Stockholm, Sweden, and with an international research team, including founders Ali Amin, Dhruv Bhatli, Joel Eriksson Enquist and Lars Henrik Friis Molin, UBI Index is a thought leader in performance analysis of business incubators around the world. It helps business incubators become more efficient and competitive through a comprehensive benchmark where more than 400 incubators in over 70 countries participate. TechStars London Director, Jonathan Bradford, Chief Strategy Officer at Vinnova, Kjell Håkan Närfelt, and Paolo Borella, Director, Microsoft Nokia App Campus form part of the official UBI Index advisors.

America's SBDC Call for Presentations

America's SBDC Annual Conference is the number one professional development event for the national SBDC Network, providing the latest information and techniques to enhance consultation skills, improve the training programs, or increase center metrics and productivity. America's SBDC Annual Conference will be held September 19-22, 2016 at the Hyatt Regency, in beautiful Orlando, Florida.

America's SBDC Professional Development and Education Conference Committee seeks proposals for 1.5 hour, 3-hour (half day), and 6-hour (full day) programs. Though the conference draws nearly 1500 professionals from across the country, the number of participants per program could range 35-150 people.

The Four key areas of education include: 1) advisor core competencies; 2) advanced consultant skills; 3) center management (including State/Region, Associate, and Center Directors; 4) specialty[NSB1] programs. Topics in marketing and sales, counseling and leadership, management and planning, finance and accounting, technology, self-improvement, and international trade may be submitted for consideration.

The Theme for the conference is "Generational Change" - your workshop submission will need to incorporate the theme within your workshop presentation; whether in the opening, the closing, or you weave the theme throughout the presentation.

Your workshop submission should include a presentation (PowerPoint slide deck) and/or handouts OR an in depth outline, as this will provide the Professional Development Committee the information needed to review your submission. Updates to submissions are permitted prior to review by the Conference Committee, and if selected, presentations can be updated prior to conference. The sessions submitted should enhance the quality of SBDC services and provide the SBDC Network practical information to either assist small businesses or improve their centers. Criteria for selection include: quality of the proposal, clarity and organization, creativity and/or delivery method, ability to deliver in prescribed time frame, and fit to the professional development needs of the SBDC. We are now accepting submissions conducted in Spanish.

Submissions should include title (40 characters or less), brief description, program outline or agenda, and program learning objectives.

Additional workshop information can be found on America's SBDC website; www.AmericasSBDC.org/conference. WiFi internet access will be provided throughout the entire conference area, if your workshop submission includes streaming a video - it may come at an additional cost to you or your center, as this will require a dedicated internet cable into the workshop room.

Returning submitters may use the same login and password, while those posting submissions for the first time will be required to set up user login and password. A sample proposal format is posted on America's SBDC conference portal. This is a guideline for coordinating your proposal online submission. A complete[NSB2] list of topics of interest is also available at the conference portal.

Completed submissions are due by January 31, 2016.

You may submit your proposal(s) here: [Online Submissions Page](#)

We are not accepting any submissions for Key Note Speakers.

All proposal questions should be referred to Brett Thibodeau (Brett@AmericasSBDC.org) at America's SBDC: 703-764-9855. We look forward to seeing you in September, 2016 at in Orlando.

**Best,
America's SBDC**

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The **WEEKLY CONNECTION** is distributed by the Illinois SBDC and Illinois Department of Commerce Office of Entrepreneurship, Innovation & Technology each Monday to members of the Illinois SBDC Network to provide our service delivery partners with current updates on small business issues, opportunities and resources. Please send information to share with the Illinois SBDC Network to Tom.Becker@illinois.gov. Please feel free to forward this update to any other interested resource providers and key stakeholders.